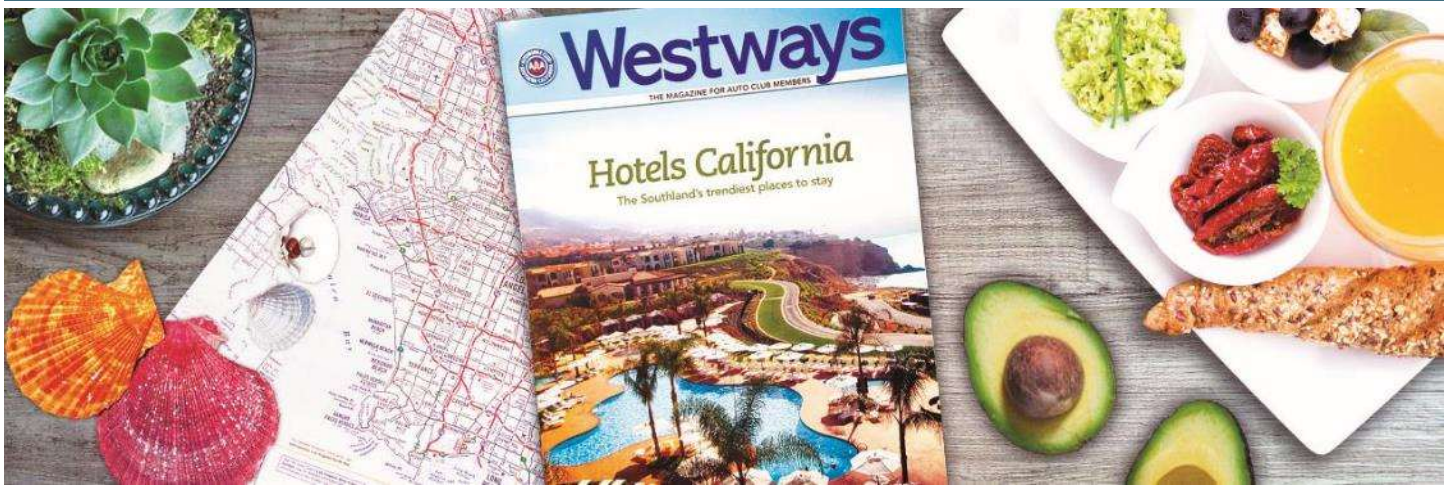


# Westways



**2023 Media Kit**





## Deliver your message with a brand members trust.

Westways is the magazine exclusively for AAA members in Southern California. Westways offers impactful advertising opportunities to connect your brand with an educated and affluent audience.

Through engaging travel, auto, and lifestyle content, Westways inspires readers to visit businesses to purchase, travel to new destinations, and explore their region and beyond.

### Demographics

Men / Women	47.3% / 52.7%
Average Age	52.6
HHI \$100k+	36.6%
Own home	64.5%
Attended/graduated college	90.7%
<b>Use AAA magazine for travel and leisure information</b>	<b>70.2%</b>
<b>Inspired to travel to destinations featured in magazine</b>	<b>77.2%</b>
<b>Trust businesses advertised in magazine</b>	<b>69.2%</b>

**Westways magazine is the most used AAA source for obtaining travel and leisure information by our members.**

### Circulation

**4,900,000**

AAA member households in Southern California

### Audience

**11,760,000**

engaged readers

### Engagement

**71.4%**

read 3+ of 4 issues received

### Actions Taken

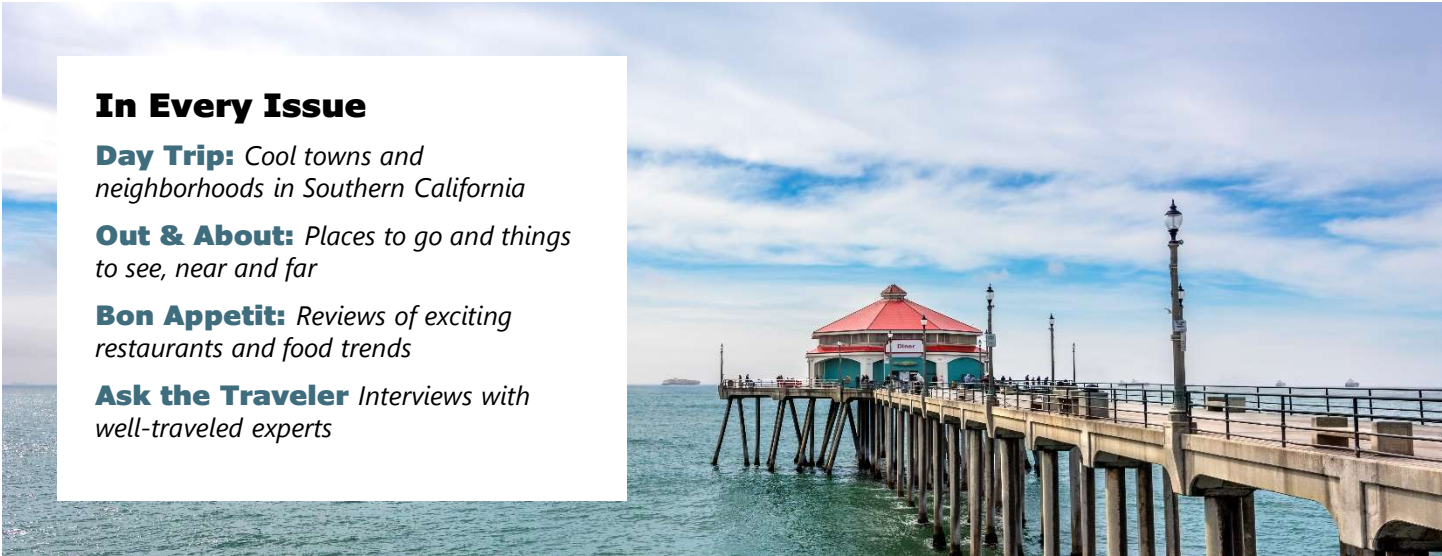
**81.6%**

took action as a result of reading

Circulation: 4,900,000 | Audience: 11,760,000

## Print Editorial Calendar

Westways features exciting recommendations on a variety of destinations and activities. From local events and emerging neighborhood restaurants, to quick weekend getaways and vacations abroad, readers turn to Westways for travel advice, current events, and places to explore near and far.



### In Every Issue

**Day Trip:** Cool towns and neighborhoods in Southern California

**Out & About:** Places to go and things to see, near and far

**Bon Appetit:** Reviews of exciting restaurants and food trends

**Ask the Traveler** Interviews with well-traveled experts

### Feb/Mar/Apr

- **Day Trip:** Solvang
- **Out & About:** Santa Barbara orchid show; SoCal ski resorts; Lompoc rocket launch viewing; American Ninja Warrior park in OC; Terranea hawk and falcon experience
- **Cruise:** Cruise on the *Disney Wish*; Douro River cruise; guide to ports; specialty cruises; and more!

CLOSE: 12/1/2022  
 MATERIALS: 12/8/2022  
 IN HOME: 1/24/2023

### May/Jun/Jul

- **Day Trip:** Encinitas
- **Out & About:** Brunch at Descanso Gardens; Wildhaven Yosemite; lavender field in Lompoc; Lake Arrowhead family trip
- **Classic Ireland pubs and bookshops**

CLOSE: 3/1/2023  
 MATERIALS: 3/8/2023  
 IN HOME: 4/22/2023

### Aug/Sep/Oct

- **Day Trip:** Venice Beach
- **Out & About:** Julian; Santa Ana murals
- **Mexico:** Baja wine country; Cabo; La Paz; Cancun; Mexico City; San Miguel del Allende; Puerto Vallarta; Cross-border express

CLOSE: 6/1/2023  
 MATERIALS: 6/8/2023  
 IN HOME: 7/24/2023

### Nov/Dec/Jan

- **Day Trip:** Ventura
- **Bon Appetit:** Celebrate Christmas with all the fixings at these SoCal diners
- **Downtown LA:** Grand makeover and how to tour LA
- **A foodie's guide to dumplings**

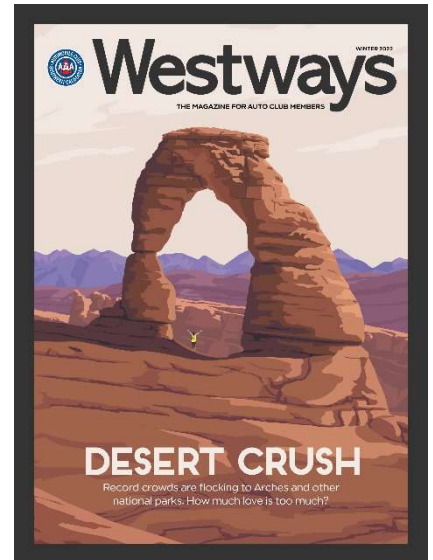
CLOSE: 9/1/2023  
 MATERIALS: 9/8/2023  
 IN HOME: 10/24/2023

Circulation: 4,900,000 | Audience: 11,760,000

## General Advertising Rates

Rate Card #68  
 Effective January 2023  
 All rates are gross

Ad Size		1x		2x		4x
Full Page	\$	60,930	\$	57,280	\$	55,450
2/3 Page		43,860		41,230		39,910
1/2 Page		32,920		30,940		29,960
1/3 Page		22,090		20,770		20,100
1/6 Page		11,280		10,610		10,260



## Ad Sizes

**Full page**  
7.75"W x 10.5"H

**Spreads**  
15.5"W x 10.5"H

Add .125" bleed to all sides

Live copy no less than .25" from trims

**2/3 Page Vertical**  
4.5"W x 9.5"H

**1/2 Page Horizontal**  
6.875"W x 4.625"H

**1/3 Page Square**  
4.5"W x 4.625"H

**1/3 Page Vertical**  
2.125"W x 9.5"H

**1/6 Page Vertical**  
2.125"W x 4.625"H

## Print Ad Requirements

All print ads must be uploaded to <https://acepubs.sendmyad.com>

- Downloadable InDesign ad templates available at <https://acepubs.sendmyad.com>
- Ads must be submitted as a **PDF/X1a**
- File must be flattened prior to saving as a PDF/X1a
- File must be high resolution (300 dpi)
- CMYK or grayscale (no spot colors, RGB, LAB, or ICC color profiles) with a maximum density of 300
- Fonts should be embedded
- All marks including trim, bleed, center and color bars should be included in all colors and outside of the bleed area with offset at .1667 inch

Please be sure that your advertisement is created to specifications prior to uploading. Your first upload on <https://acepubs.sendmyad.com> is FREE. Additional ad uploads may incur additional production charges.

**Production questions?** Contact: **Lorraine McCraw** • 714-885-2383 • [mccraw.lorraine@aaa-calif.com](mailto:mccraw.lorraine@aaa-calif.com)

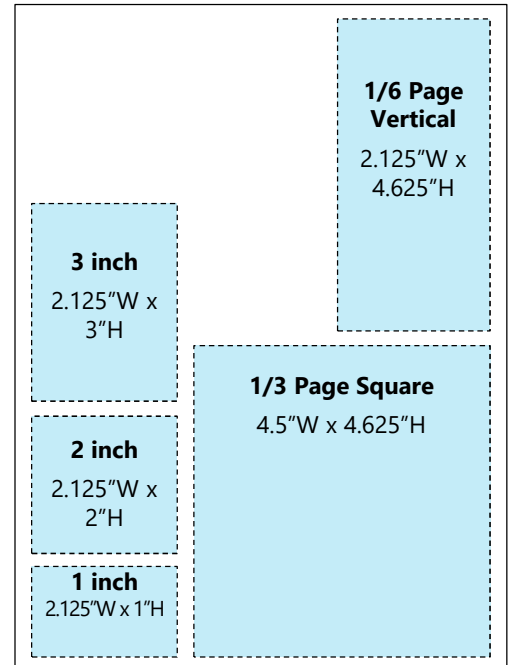
Circulation: 4,900,000 | Audience: 11,760,000

## Travel Guide Advertising Rates and Sizes

Rate Card #68  
 Effective January 2023  
 All rates are net

Ad Size (4C)		1x		2x		4x
1/3 Page	\$	13,740	\$	12,910	\$	12,510
1/6 Page		7,000		6,580		6,360
3 inch		4,830		4,550		4,400
2 inch		3,260		3,070		2,970
1 inch		1,680		1,580		1,530

Ad Size (B&W)		1x		2x		4x
1/3 Page	\$	11,090	\$	10,420	\$	10,090
1/6 Page		5,720		5,380		5,210
3 inch		3,880		3,640		3,530
2 inch		2,610		2,460		2,380
1 inch		1,340		1,250		1,210



### Print Ad Requirements

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- Ads must be submitted as a **PDF/X1a**
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Circulation: 4,900,000 | Audience: 11,760,000

## Ad Dates and Specifications

### Ad Close Dates

2023 Issue	Space Close	Materials Due	In-Home Date
Feb/Mar/Apr	12/1/2022	12/8/2022	1/24/2023
May/Jun/Jul	3/1/2023	3/8/2023	4/22/2023
Aug/Sep/Oct	6/1/2023	6/8/2023	7/24/2023
Nov/Dec/Jan	9/1/2023	9/8/2023	10/24/2023



### Ad Sizes

<p><b>Full page</b> 7.75"W x 10.5"H</p> <p><b>Spreads</b> 15.5"W x 10.5"H</p> <p>Add .125" bleed to all sides</p> <p>Live copy no less than .25" from trims</p>	<p><b>2/3 Page Vertical</b> 4.5"W x 9.5"H</p>	<p><b>1/2 Page Horizontal</b> 6.875"W x 4.625"H</p>	<p><b>1/3 Page Square</b> 4.5"W x 4.625"H</p> <p><b>1/3 Page Vertical</b> 2.125"W x 9.5"H</p>	<p><b>1/6 Page Vertical</b> 2.125"W x 4.625"H</p>
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### Print Ad Requirements

All print ads must be uploaded to <https://acepubs.sendmyad.com>

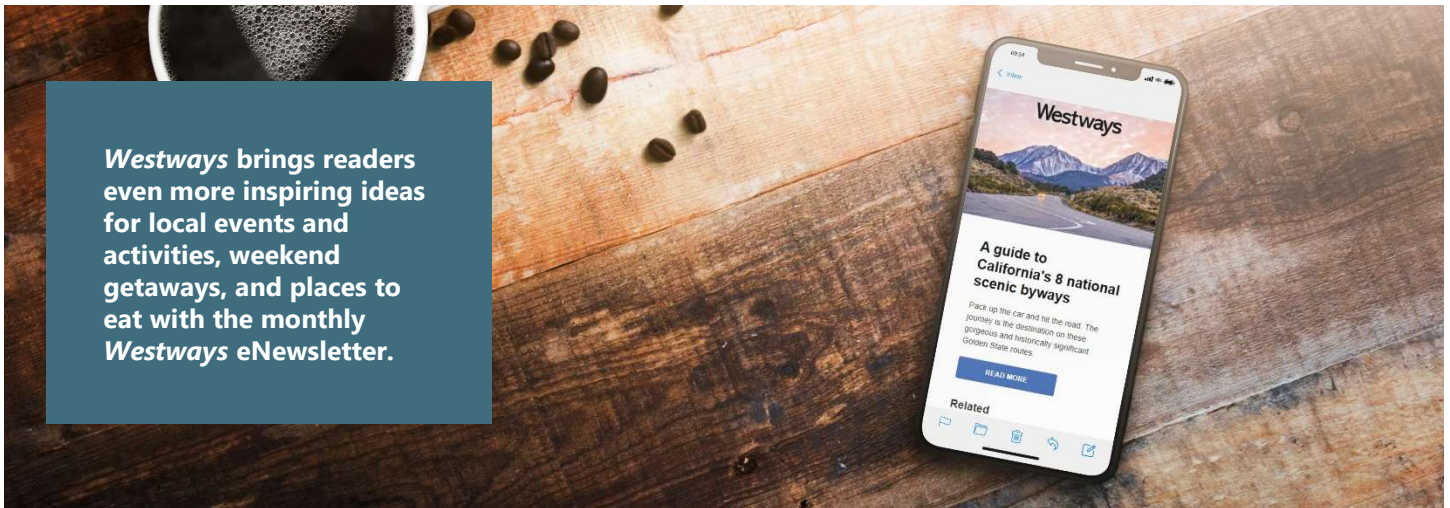
- Downloadable InDesign ad templates available at <https://acepubs.sendmyad.com>
- Ads must be submitted as a **PDF/X1a**
- File must be flattened prior to saving as a PDF/X1a
- File must be high resolution (300 dpi)
- CMYK or grayscale (no spot colors, RGB, LAB, or ICC color profiles) with a maximum density of 300
- Fonts should be imbedded
- All marks including trim, bleed, center and color bars should be included in all colors and outside of the bleed area with offset at .1667 inch

Please be sure that your advertisement is created to specifications prior to uploading. Your first upload on <https://acepubs.sendmyad.com> is FREE. Additional ad uploads may incur additional production charges.

**Production questions?** Contact: **Lorraine McCraw** • 714-885-2383 • [mccraw.lorraine@aaa-calif.com](mailto:mccraw.lorraine@aaa-calif.com)

Circulation: 1,900,000

## Digital Editorial Calendar



### Jan

New year discounts

CLOSE: 11/1/2022 | MATERIALS: 11/8/2022 | SEND: 1/4/2023

### Feb

California piers. Valentine's Day discounts

CLOSE: 12/1/2022 | MATERIALS: 12/8/2022 | SEND: 2/1/2023

### Mar

A foodie's guide to dumplings

CLOSE: 1/6/2023 | MATERIALS: 1/13/2023 | SEND: 3/1/2023

### Apr

Spring activities

CLOSE: 2/13/2023 | MATERIALS: 2/20/2023 | SEND: 4/5/2023

### May

Road trips

CLOSE: 3/13/2023 | MATERIALS: 3/20/2023 | SEND: 5/3/2023

### Jun

Quick escapes

CLOSE: 4/7/2023 | MATERIALS: 4/14/2023 | SEND: 5/31/2023

### Jul

Summer activities

CLOSE: 5/11/2023 | MATERIALS: 5/18/2023 | SEND: 7/5/2023

### Aug

Summer travel

CLOSE: 6/9/2023 | MATERIALS: 6/16/2023 | SEND: 8/2/2023

### Sep

Culinary travel

CLOSE: 7/14/2023 | MATERIALS: 7/21/2023 | SEND: 9/6/2023

### Oct

Fall events and activities

CLOSE: 8/11/2023 | MATERIALS: 8/18/2023 | SEND: 10/4/2023

### Nov

Holidays and family

CLOSE: 9/11/2023 | MATERIALS: 9/18/2023 | SEND: 11/1/2023

### Dec

Best of 2023

CLOSE: 10/12/2023 | MATERIALS: 10/19/2023 | SEND: 12/6/2023

Circulation: 1,900,000

## Westways eNewsletter

Reach a digitally-engaged audience of AAA members with the *Westways* eNewsletter and align your brand with premium digital content.

### Ad rates and specifications

Rate Card #7 | Effective January 2023. All rates are net.

#### Sponsored Content

**\$16,000 net**

##### eNewsletter Feature

- Image (1360px W x 600px H, jpg, png)
- Headline (40 characters w/ spaces)
- Description (200 characters w/ spaces)

##### Content Page

- Copy (1,000 words max)
- Photos 680px W x 380px H, min of one, landscape orientation preferred)

#### Banner Ad

**\$ 9,000 net**

- 1200px W x 240px H
- JPEG, GIF, or Photoshop files

- 72 ppi, RGB
- Website url

#### Showcase Ad

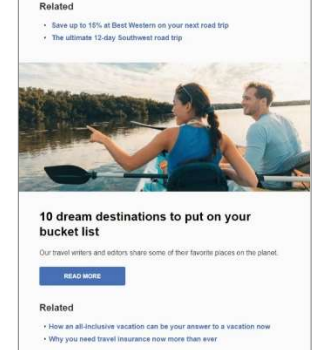
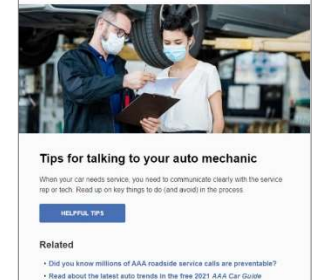
**\$ 5,250 net**

- Business Name (30 characters w/ spaces)
- Image (800px W x 430px H)

- Offer/Copy (35 characters w/ spaces)
- Website url

### Deadlines

Issue Month	Ad Close	Ad Due	Send Date
January	11/01/2022	11/08/2022	<b>01/04/2023</b>
February	12/01/2022	12/08/2022	<b>02/01/2023</b>
March	01/06/2023	01/13/2023	<b>03/01/2023</b>
April	02/13/2023	02/20/2023	<b>04/05/2023</b>
May	03/13/2023	03/20/2023	<b>05/03/2023</b>
June	04/07/2023	04/14/2023	<b>05/31/2023</b>
July	05/11/2023	05/18/2023	<b>07/05/2023</b>
August	06/09/2023	06/16/2023	<b>08/02/2023</b>
September	07/14/2023	07/21/2023	<b>09/06/2023</b>
October	08/11/2023	08/18/2023	<b>10/04/2023</b>
November	09/11/2023	09/18/2023	<b>11/01/2023</b>
December	10/12/2023	10/19/2023	<b>12/06/2023</b>





## EDITORIAL OVERVIEW:

AAA Westways is a magazine written and edited specifically for Automobile Club members in Southern California. It offers timely coverage of local issues, plus vital consumer information about travel, insurance, automobiles and safety issues. In addition, the magazine contains departments offering expert advice for travelers and motorists, and money saving opportunities on local attractions, events and travel.

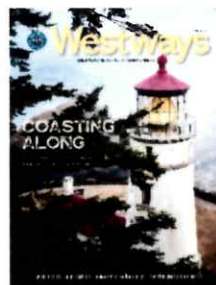
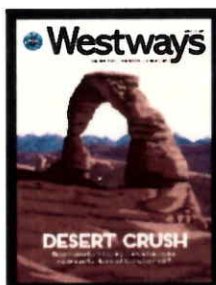
**FREQUENCY:** 5 times per year

## TOTAL VERIFIED CIRCULATION

	Summer 2022	%	Rate Base	Above (Below)	%Above (Below)
<b>Subscriptions</b>					
Verified*	4,936,187	100%			
<b>Total Verified Subscriptions</b>	<b>4,936,187</b>	<b>100%</b>			
Single Copy Sales	N/A				
<b>Total Verified Circulation</b>	<b>4,936,187</b>	<b>100%</b>	<b>4,750,000</b>	<b>186,187</b>	<b>3.8%</b>

## CIRCULATION BY ISSUE

Issue	Paid Circulation
Winter 2022	4,914,236
Spring 2022	4,918,652
Summer 2022	4,936,187 *



## 3 YEAR TREND

	2020	%	2021	%	2022	%
<b>Subscriptions</b>						
Verified	4,597,952		4,769,077		4,936,187	
<b>Total Verified Subscriptions</b>	<b>4,597,952</b>	<b>100.0%</b>	<b>4,769,077</b>	<b>100.0%</b>	<b>4,936,187</b>	<b>100.0%</b>
Single Copy Sales	N/A		N/A		N/A	
<b>Total Verified Circulation</b>	<b>4,597,952</b>	<b>100.0%</b>	<b>4,769,077</b>	<b>100.0%</b>	<b>4,936,187</b>	<b>100.0%</b>
Year Over Year Percent of Change				3.7%		3.5%
Average Annualized Subscription Price	\$2.00		\$2.00		\$2.00	

\*Membership subscription in force as of April 4, 2022

**CIRCULATION BY STATE AS OF APRIL 30, 2022**

State	Subscriptions	State	Subscriptions
Alabama	395	Ohio	1,071
Arizona	10,992	Oklahoma	989
Arkansas	493	Oregon	3,753
California	4,732,587	Pennsylvania	1,033
Colorado	3,378	Rhode Island	170
Connecticut	477	South Carolina	962
Delaware	92	South Dakota	390
District of Columbia	204	Tennessee	3,345
Florida	4,873	Texas	7,405
Georgia	2,087	Utah	2,363
Idaho	2,899	Vermont	117
Illinois	1,313	Virginia	1,480
Indiana	710	Washington	4,649
Iowa	345	West Virginia	104
Kansas	420	Wisconsin	577
Kentucky	444	Wyoming	349
Louisiana	376		
Maine	184	<b>TOTAL 48</b>	
Maryland	706	<b>CONTERMINOUS</b>	<b>4,810,210</b>
Massachusetts	1,014	<b>STATES</b>	
Michigan	959	Alaska	266
Minnesota	667	Hawaii	1,020
Mississippi	200	<b>TOTAL ALASKA &amp;</b>	<b>1,286</b>
Missouri	823	<b>HAWAII</b>	
Montana	854	U.S. Unclassified	
Nebraska	281	<b>TOTAL UNITED</b>	<b>4,811,496</b>
Nevada	7,501	<b>STATES</b>	
New Hampshire	195	Poss. & Other Areas	91
New Jersey	764	<b>U.S. &amp; POSS., etc.</b>	<b>4,811,587</b>
New Mexico	706	Canada	-
New York	2,319	International	-
North Carolina	2,108	Other Unclassified	-
North Dakota	87	Military or Civilian	138
		Personnel Overseas	
		<b>GRAND TOTAL</b>	<b>4,811,725</b>

**DMA SUBSCRIPTIONS BREAKDOWN AS OF APRIL 30, 2022**

Bakersfield	92,631	Monterey-Salinas	1,967
Chico-Redding	1,001	Palm Springs	476,263
El Centro	7,776	Sacramento-Stockton-Modesto	6,608
Eureka	674	San Diego	579,588
Fresno-Visalia	45,145	San Francisco-Oakland-San Jose	13,281
Los Angeles	3,357,886	Santa Barbara-Santa Maria-SLO	146,935
		Other (Non DMA CA)	2,832
		<b>TOTAL DMA - California</b>	<b>4,732,587</b>

# Westways

## VERIFICATION OF CIRCULATION

USPS Form 3548

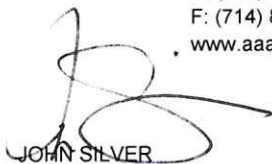
<b>Publication Title</b>	Westways	<b>Issue Verified</b>	Summer 2022
<b>Issue Frequency</b>	5 times per year	<b>Date</b>	6/1/2022

### Distribution Information

Total Number of Direct Subscriptions <i>(Including gift subscriptions)</i>	None
Total Number of Subscriptions as Part of Dues	4,936,187
Total Number of Paid Subscriptions Through Agents	None
Total Number of Direct Requests Including Internet and Telephone <i>(Only for requester publications)</i>	None
Single Copies Sold Over Counter, Coin Machines, Street Vendors	None
Copies Furnished to News Agents and Dealers	None
Copies Purchased in Bulk Other Than News Agents and Dealers/Bulk Requests <i>(Not invariably paid)</i>	None
Other Requested Copies	None
Advertiser Proof Copies <i>(No more than one copy per advertiser)</i>	None
Exchange Copies	None
Other Paid Circulation <i>(Specify)</i>	None
Nonsubscriber or Nonrequester Copies <i>(Other)</i>	1,400
<b>Total Paid/Requester Circulation</b>	<b>4,936,187</b>
<b>Total Distribution</b>	<b>4,937,587</b>
Copies Furnished to News Agents and Not Sold <i>(Returned or destroyed)</i>	None
Office Copies, Spoiled Checking Copies, etc.	5,430
<b>Total Production</b>	<b>4,943,017</b>
<b>Percent Paid/Request Circulation</b>	<b>100.0%</b>

We certify that to the best of our knowledge all data set forth in this Publisher's Statement are true and report circulation in accordance with the United States Postal Service.

Parent Company: Automobile Club of Southern California  
 AAA Westways  
 2601 Figueroa  
 Los Angeles, CA 90007  
 P: (714) 885-2401  
 F: (714) 885-2335  
 www.aaa.com

  
 JOHN SILVER  
 Circulation and Distribution

Date Signed: 8/29/22

  
 TAMARA HILL  
 Publisher

9/1/22

  
 BRIAN HOWELL  
 Manager Advertising Sales

8/31/22

## Advertiser Information

## 2023

Print Rate Card #68  
Digital Rate Card #7  
Effective January 2023

### TERMS OF SALE

Net 30 days from date of invoice. First-time advertisers must prepay by Ad Close date as defined on applicable Rate Card. Publisher reserves the right to request further prepayment as long as Publisher desires.

### COMMISSION

15% paid to recognized agency on space, position, color and bleed charges, provided the account is paid within 30 days from invoice date.

### SHORT RATES AND REBATES

Each ad counts as one insertion. Frequency discounts may be earned with any combination of different size insertions used during a 12-month period. If a greater frequency discount is earned, a rebate will be made. If the billed rate is not earned, the short rate will be based on the number of insertions actually run during the contract period. See Advertising Contract Provisions below for more details.

### CANCELLATIONS

Cancellations must be received from Advertiser in writing prior to Materials Due date as defined on applicable Rate Card; all orders are non-cancellable after Materials Due date of relevant issue. (See Advertising Contract Provisions.)

### SEND ALL INSERTION ORDERS TO:

Westways®  
Attn: Publication Sales  
3333 Fairview Road  
Mail Stop A327  
Costa Mesa, CA 92626-1698

### COPY REGULATIONS

A. The caption line "ADVERTISEMENT" or "SPONSORED CONTENT" shall be placed at the top of advertisements that either carry no signature or resemble editorial pages.

B. When new ad material, covered by an uncanceled Insertion Order is not received by the applicable Materials Due date, copy run in the previous issue will be inserted.

C. Publisher will not be bound by any terms or conditions, printed or otherwise, appearing on any order blank or copy instructions, when such conditions conflict with Publisher's Advertising Policy Guidelines further below, Advertising Contract Provisions below or applicable Rate Card.

### ADVERTISING CONTRACT PROVISIONS

A. In order to place advertising with Automobile Club of Southern California, the publisher of Westways ("Publisher") and Advertiser (as defined below) shall complete and execute an Advertising Contract & Insertion Order (the "IO," together with the terms and conditions set forth in the applicable Rate Card, collectively referred to as this "Contract"). "Advertiser" means the party designated in the IO as "CLIENT," unless an "AGENCY" is also designated in the IO, in which event, the party designated as "AGENCY" shall be the Advertiser hereunder. The publication indicated in the IO shall be referred to as the "Publication," and the issue(s) designated in the IO shall be referred to as the "Issue(s)."

B. Advertiser shall have the right, without liability to Publisher, to terminate the entire Contract at any time prior to the Ad Close date for the first insertion ordered under the Contract's IO.

C. Once the Ad Close date for any Issue has passed, but the Materials Due date for that Issue has not yet passed, Advertiser may, by written notice to Publisher received prior to the Materials Due date, cancel Advertiser's insertion for that issue by paying 10% of the Net Rate.

D. Once the Ad Close date and the Materials Due date for any Issue has passed, Advertiser may only cancel an insertion for that Issue with the written consent of Publisher and upon payment of 100% of the Net Rate for that insertion within 30 days after the invoice date. Advertiser's failure to provide materials for an insertion in an Issue on or prior to the Materials Due date for that Issue shall be deemed a cancellation of such insertion, unless Publisher agrees in writing to an extension of the Materials Due date for that particular insertion.

E. Advertiser's cancellation of any insertion specified in the IO automatically nullifies any rate protection and any preferred position reservation as to any remaining insertions specified under the IO.

F. Publisher shall have the right, at its sole discretion, to terminate this Contract at any time, without cause, by written notice to Advertiser, in which event Advertiser shall pay for insertions already published, and any Frequency Discount contracted for in the IO shall apply irrespective of the actual number of insertions published prior to such

termination by Publisher. Such termination shall be effective in accordance with the provisions of paragraph T below.

G. Publisher shall have the right to terminate this Contract and any other agreements, contracts or insertion orders entered into by Advertiser and Publisher, at any time with or without notice to Advertiser upon the occurrence of any of the following ("Events of Default"): (i) a failure by Advertiser to pay in full any invoice on or prior to its due date, (ii) an insertion specified in the IO that was not published within the Contract Period (as defined in the IO) as a result of one or more cancellations by Advertiser, or (iii) a breach by Advertiser of any other provisions of the Contract. In the event of such termination by Publisher, Advertiser shall pay Publisher for insertions already published at the Net Rate. Failure of Publisher to terminate this Contract upon the occurrence of an Event of Default shall not be deemed a waiver of Publisher's right to terminate this Contract by reason of any subsequent Event of Default.

H. The IO may be cancelled when it becomes impossible to carry out the obligations specified in the IO due to causes beyond the reasonable control of the parties including, but not limited to, man-made catastrophes (e.g. riots, acts of terrorism, war, government action, shortage of power or other technical failure beyond the control of the parties) or natural catastrophes (e.g. fire, flood, hurricane, earthquake, explosion, volcanic eruption). Lack of funds shall not be deemed to be a force majeure event.

I. Publisher reserves the right to revise its advertising rates at any time. Any new rate immediately applies to insertions not previously covered by the Contract's IO. Insertions already covered by the IO may receive rate protection only if published in the six months immediately following the date when the new rates become effective. Advertiser may terminate this Contract on the date new rates become effective, provided that prior to said effective date, Advertiser gives to Publisher written notice of such termination; and, in the event of such termination, Advertiser shall be liable for insertions already published and any Earned Discount contracted for in the IO irrespective of the actual number of insertions actually published prior to termination.

J. Publisher reserves the right at Publisher's sole discretion to revise or reject any advertisement or portion thereof. Publication of advertising copy shall not affect Publisher's right to revise or reject the same copy thereafter. (See Advertising Policy Guidelines below.)

K. Advertiser represents and warrants that any material submitted to Publisher is original; truthful and not misleading; does not violate any law or other governmental rule or regulation (including, without limitation, any law, rule or regulation enforced by the Federal Trade Commission) or infringe any third party's copyright, trademark, trade name, patent, or other intellectual property rights; and contains no matter that is libelous, an invasion of privacy, an unlawful appropriation of the name or likeness, or otherwise injurious to the rights of any person. In addition, Advertiser has obtained all necessary consents prior to submission to Publisher. Advertiser assumes responsibility for all content (including, but not limited to, text, representations, names, photographs, and illustrations) of advertisements submitted. Advertiser agrees to indemnify, defend and hold harmless Publisher, its Affiliates (as defined below) and their respective officers, members of their governing boards, employees and agents, against any and all claims, losses, liabilities and expenses, including attorney's fees and legal expenses, resulting from or attributable to the publication of any material submitted by Advertiser under this Contract or the breach of this Contract by Advertiser. As used herein, the term "Affiliate" means an entity that directly, or indirectly through one or more entities, controls, is controlled by, or is under common control with, the specified entity. Furthermore, Advertiser represents and warrants to Publisher that it is fully authorized to use and publish the entire contents and subject matter of all submitted advertisements and the content and function of any URL links (including without limitation, all text, graphics, video, voice, audio, data, music, and URL links), and materials will comply with all applicable laws and regulations.

L. Any marked confidential information and proprietary data provided by either party, including the Ad description and the pricing of the Ad set forth in the IO, shall be deemed "Confidential Information" of the disclosing party. Confidential Information shall also include information provided by each party, which under the circumstances surrounding the disclosure would be reasonably deemed confidential or proprietary. Confidential Information, whether or not marked Confidential, shall not be released by the receiving party to anyone except an employee or agent who has a need to know same. Such receiving parties shall include third parties through which services are provided. Neither party will use any portion of Confidential Information provided by the other party hereunder for any purpose other than those provided for under the IO and these Terms. Notwithstanding anything contained herein to the contrary, the term "Confidential Information" shall not include information which: (i) was previously known to a party; (ii) was or becomes generally available to the public through no fault of the receiving party ("Recipient"); (iii) was rightfully in Recipient's possession free of any obligation of confidence at, or subsequent to, the time it was communicated to Recipient by the disclosing party ("Discloser"); (iv) was developed by employees or agents of Recipient independently of an without reference to any information communicated to Recipient by Discloser; or (v) was communicated by Discloser to an unaffiliated third party free of any obligation of confidence. Notwithstanding the foregoing, either party may disclose Confidential Information in response to a valid order by a court or other governmental

body, as otherwise required by law or as necessary to establish the rights of either party under the IO or these Terms; provided, however, that both parties will stipulate to any orders necessary to protect said information from public disclosure.

Unless otherwise stated, all personally identifiable information provided by individual web users is property of the Publisher and is considered Confidential Information. Any other use of such information must be set forth in the IO signed by both parties.

Advertiser will comply with at all times, all applicable federal, state and local law, ordinances, regulations and codes which are relevant to its performance of their respective obligations under the terms herein, and Advertiser shall remain solely responsible for the compliance of the Ad.

M. An IO that specifies pages or digital advertisement placement, directs insertion of advertising in a special position or on a designated page or specifies "or omit" will not be accepted. Publisher will use reasonable efforts to comply with the IO requirements to create a reasonably balanced delivery schedule for digital advertisements and interactive content. Additionally, any provision in the IO specifying or barring the use of any page because of the kind of news or advertising on that page, on its reverse side or on the facing page will not be legally binding upon Publisher but will be treated as a request only. Discontinuance of advertisements ordered, and changes or cancellations of advertisements must be given in writing. No oral agreements will be recognized.

#### N. Agreement to Mediate:

Except as provided herein, no civil action with respect to any dispute, claim or controversy between Publisher and Advertiser arising out of or relating to this Contract (including the Rate Card) may be commenced until the matter has been submitted to JAMS for mediation at a location in the County of Orange, State of California. Either party may commence mediation by providing to JAMS and the other party a written request for mediation, setting forth the subject of the dispute and the relief requested. The parties will cooperate with JAMS and with one another in selecting a mediator from JAMS panel of neutrals, and in scheduling the mediation proceedings, which shall, in any event, commence no later than 90 days after delivery to the other party of the foregoing written request for mediation.

The parties covenant that they will participate in the mediation in good faith, and that they will share equally in its costs. All offers, promises, conduct and statements, whether oral or written, made in the course of the mediation by any of the parties, their agents, employees, experts and attorneys, and by the mediator and any JAMS employees, are confidential, privileged and inadmissible for any purpose, including impeachment, in any litigation or other proceeding involving the parties, provided that evidence that is otherwise admissible or discoverable shall not be rendered inadmissible or non-discoverable as a result of its use in the mediation. Neither party may commence a civil action with respect to the matters submitted to mediation until after the completion of the initial mediation session, the good faith completion of which the parties hereto agree is a condition precedent to the filing of any civil action by either party with respect to any dispute, claim or controversy that is subject to this Agreement to Mediate. Mediation may continue after the commencement of a civil action, if the parties so desire.

The provisions of this Section may be enforced by any Court of competent jurisdiction, and the party seeking enforcement shall be entitled to an award of all costs, fees and expenses, including attorneys' fees, to be paid by the party against whom enforcement is ordered."

**O. IN THE EVENT OF ANY ERROR OR OMISSION IN PRINTING, DIGITAL ADVERTISEMENT, OR OTHER INADVERTENT PUBLICATION OF AN ADVERTISEMENT, PUBLISHER'S LIABILITY SHALL NOT EXCEED THE COST OF THE SPACE USED OR THE COST OF THE INSERTION OMITTED. IN THE EVENT OF ANY OTHER BREACH OF PUBLISHER'S OBLIGATIONS UNDER THIS CONTRACT, PUBLISHER'S LIABILITY SHALL NOT EXCEED THE TOTAL AMOUNTS PAID BY ADVERTISER TO PUBLISHER UNDER THIS CONTRACT.** Publisher shall have no liability under this paragraph unless it receives written notice of the error or omission no later than 30 calendar days after the Issue Date (as defined below) of the Issue in which or with respect to which the error or omission occurred. The cover of each Issue bears a designation consisting of (a) either one month, or two months separated by a forward slash, and (b) followed by year. The first day of the first month so designated shall be referred to herein as the "Issue Date." (By way of example only, February 1, 2023 is the Issue Date of the Issue designated "Feb/Mar/Apr".) Where the same insertion is ordered for more than one issue, credit, if allowed, shall be for the first insertion only and may, at the sole discretion of Publisher, be given in the form of republication of the corrected advertisement. No adjustment will be made under circumstances in which Advertiser, its client or its agent is responsible for the error.

P. Advertiser authorizes Publisher, and any of its Affiliates or agents, to obtain credit reports in Advertiser's name at any time.

Q. To the extent Advertiser fails to pay any invoice from Publisher when due, Advertiser further agrees that Publisher may refer Advertiser's account to a collections agency. Advertiser acknowledges and agrees that Publisher, or any of its Affiliates or agents, may from time to time report the credit experience of Publisher, or one of its affiliates, with

Advertiser to third parties, including, without limitation, governmental authorities and credit reporting agencies. Advertiser hereby waives and holds Publisher harmless from and against any and all claims that Advertiser may have as a result of such reporting.

R. If Advertiser fails to pay an invoice from Publisher when due and payable, a late payment charge of 1.5% per month (or the highest rate permitted by law, if higher), will be applied, as of the thirty-first (31st) day after the invoice date, to the outstanding balance of such invoice and the agency commission, if applicable, shall also be revoked on the 31st day.

S. Publisher shall have the right at any time, in its sole discretion, to require prepayment for any advertising under this Contract (or any other insertion order submitted by Advertiser or Advertiser's client) on such terms as it may see fit. If Advertiser fails to make a prepayment within five (5) business days after delivery to Advertiser of a written demand from Publisher therefore, Publisher shall have the right to immediately terminate this Contract and any other agreement or insertion order entered into by Advertiser and Publisher, without further notice to Advertiser and without any liability to Publisher.

T. If Advertiser is an agency placing advertising on behalf of a client:

1. This Contract shall have no force or effect until: (a) such Client has executed and delivered to Publisher a letter on a form provided by Publisher, providing for, among other things, such Client's liability if Advertiser fails to make timely payment of amounts owing to Publisher under this Agreement, or (b) Publisher waives in writing the requirement set forth herein.

2. This Contract creates a direct payment obligation of Advertiser to Publisher, irrespective of whether Advertiser is paid by its client, except to the extent Publisher receives valid payment from Advertiser's client.

3. Advertiser shall not be entitled to any advertising agency commission with respect to any invoice unless such invoice is paid within 30 days of invoice date.

U. Any notice required or permitted to be given under this Contract shall be in writing and shall be effective immediately upon receipt if delivered personally or by reputable national overnight delivery service, or two (2) working days from mailing such notice if mailed through the United States mail, certified, postage prepaid, return receipt requested, and addressed to each party as follows: (i) if to Publisher at Westways, 3333 Fairview Road, Mail Stop A327, Costa Mesa, CA 92626-1698, Attention: Publisher, and (ii) if to Advertiser, to the address(es) set forth in the boxes titled "Agency" and "Client" on the IO, to the extent either box is completed.

**V. IN NO EVENT SHALL PUBLISHER BE LIABLE TO ADVERTISER FOR INDIRECT, SPECIAL, OR CONSEQUENTIAL DAMAGES ARISING OUT OF, OR RELATED TO, THIS CONTRACT, UNDER ANY THEORY OF LAW, EVEN IF PUBLISHER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.**

W. Advertiser agrees that no representations or warranties of any kind have been made to Advertiser by Publisher or by any of its agents and that no understanding has been made or agreement entered into other than that set forth in the Contract.

X. This Contract shall be governed by the laws of the State of California. Any legal action relating to this Contract shall be brought in a State or Federal Court sitting in the County of Orange, State of California, unless Advertiser and Publisher have initiated or executed an Agreement to Mediate, in which event, such Agreement to Mediate shall govern.

#### ADVERTISING POLICY GUIDELINES

A. All advertisements must be approved by Publisher, in its sole discretion, before they are deemed acceptable for publication in *Westways*.

B. Publisher reserves the right to inspect or test any product or service to be advertised before the advertisement is deemed acceptable. Publication of any advertisement for a product or service tested by Publisher shall not be deemed an endorsement thereof by Publisher.

C. All advertising copy must comply with Publisher's guidelines established for editorial material in word, illustration, and design.

D. Priority of available advertising space will be given to Advertisers of products and services that bear a relationship to the demographics of *Westways* subscribers. General categories include, but are not limited to: (1) automobiles, other vehicles, and transportation facilities; (2) accommodations, resorts, restaurants, recreational areas, tours, and cruises; (3) consumer electronics and sporting equipment; and (4) aftermarket products and services related to the above categories.

E. Advertisements of products or services in which *Westways*. has a special expertise, or in which the ad might be construed as an endorsement must receive specific approval by Publisher with regard to the veracity of the ad or the product or service advertised. Examples include: (1) automotive products, (2) insurance products, (3) vehicle-repair business or products, (4) travel related products or services, and (5) group purchase plans.

F. Advertisements considered unacceptable (unless approved in advance in writing by Publisher in its sole discretion) include, but are not limited to, the following: (1) distilled spirits, tobacco products, any type of cigarettes, collectible coins, and precious metals; (2) real estate; (3) personal vanity products (such as those claiming to restore hair, reduce weight, remove fat, increase bust size, restore youth, improve sexuality); (4) get-rich-quick schemes, speculative offerings, and any claims made to amass personal fortunes or to guarantee "winning" (5) garish displays, unacceptable posture of models, or advertisements that might appeal to sensuous or prurient interests; (6) political candidates or causes; (7) religious persons or doctrines; (8) escort services; and (9) illegal or questionable products or services. Advertisements for other products or services not included in the categories set forth above may also be unacceptable if, in the sole discretion of Publisher, they are considered inappropriate for publication in *Westways*.

G. Any advertisement that references, or could reasonably be interpreted to imply a connection to, alcoholic beverages shall include thereon the following disclaimer in all capital letters: "PLEASE DRINK RESPONSIBLY AND ALWAYS USE A DESIGNATED DRIVER."

H. Any advertisement that references, or could reasonably be interpreted to imply a connection to, gaming (including, without limitation, any advertisement with a graphic depiction of gaming), shall include thereon the following disclaimer in all capital letters: "MUST BE AT LEAST 21 TO GAMBLE. PLEASE GAMBLE RESPONSIBLY."